# APPENDIX C FORMATS FOR FINANCIAL PROPOSAL

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Note: The Offeror will find instructions for the completion of these forms in the RFP Main Document as well as other appendices of this RFP. The Offeror will only complete and submit Phase I forms during the Phase I submission, and will only complete and submit Phase II forms during the Phase II submission.

# PHASE I SUBMITTAL REQUIREMENTS

## 1. SOURCES OF FUNDS

AF Property Values * (show values for each parcel and methodology for determining each value in attached sheets)	\$	
Area A \$ Lawndale Annex \$ Sun Valley \$		
Local Government Financial Participation, if any (attach correspondence and explanations)	\$	
<ol> <li>Other Financial Sources (explain)</li> <li>Debt (attach prelim. term sheets and prelim. financing commitment letters)</li> <li>Equity (attach explanation of source, term sheets, prelim. commitment letters, if appropriate [third party])</li> <li>Other</li> </ol>	\$	
· •		mber of \$ per Year Years
AF Lease (Total) (attach term sheets)	\$	\$
TOTAL SOURCES OF FUNDS	\$	
2. <u>USES OF FUNDS</u> (Include in below totals, costs for all items/options in para. 3 below)		
Project Base Bid (580K SF Facility(ies))	\$	
3. CASH DIFFERENTIAL (if applicable)		
Project Base Bid (580K SF Facility(ies))	\$	
* El Segundo, Lawndale Annex, and Sun Valley		
4. * <u>ADDITIVE/DELETIVE PRICING OPTIONS</u> (INC	CLUDED IN ALL PROJE	CT TOTALS)
* The Offeror may propose additional deletive items in add		•
Deletive Items		<u>AMOUNT</u>
Rough Estimate of the deletive items #1-9 (section	H)	\$
Item 10 (Section H)	•	\$
Item 11 (Section H)		\$

# PHASE II SUBMITTAL REQUIREMENTS

# B. DETAILED SOURCES AND USES OF FUNDS - GOVERNMENT FACILITIES

#### **Sources of Funds**

AF Property Values - El Segundo - Hawthorne - Sun Valley	\$ \$ \$	\$
Local Government Financial Participation, if any - El Segundo - Hawthorne - Other	\$ \$ \$	\$
TOTAL SOURCES OF FUNDS <u>Uses of Funds – Basic Project (580KSF Facility)</u> <u>Government Facilities</u>		\$
Facilities Parking Structure Util./Roads/Phasing Ball field Pre-Eng. Bldg. Other Development Costs TOTAL DEVELOPMENT COSTS (USES OF FUNDS), BASIC PROJECT	\$ \$ \$ \$ \$	\$
Cash Differential (if applicable)		
Base Bid Project (580KSF Facility)		\$

#### C. SUMMARY OF TOTAL SMC DEVELOPMENT COSTS

Basic Project 580K SF Facility)

Hard Costs	<u>AMOUNT</u>	Dollars Per SQ. FT
Infrastructure Costs	\$	\$
Demolition Costs	\$	\$
Construction Costs	\$	\$
Landscaping	\$	\$
Contingency	\$	\$
Total Hard Costs	\$	\$
Soft Costs	<u>AMOUNT</u>	Dollars Per SQ. FT
Construction Period Interest	\$	\$
Architectural/Engineering	\$	\$
Design Fees	\$	\$
Legal and Accounting	\$	\$
Insurance	\$	\$
Consultant Fees	\$	\$
Development Fees	\$	\$
Financing Transaction Fees	\$	\$
Commissions	\$	\$
Reserves	\$	\$
Contingency	\$	\$
Total Soft Costs	\$	\$
TOTAL DEVELOPMENT COSTS	\$	\$

#### D. SUMMARY - LIFE CYCLE COSTS ASSUMPTIONS

<b>Building Component</b>	Estimated Life	Unit Cost/Base Year
Carpeting	(years)	\$
Floor Covering	(years)	\$
Roofing	(years)	\$
HVAC System	(years)	\$
Water Heater	(years)	\$
Exterior Painting	(years)	\$
Utility & Structural System	(years)	\$
Landscaping	(years)	\$
Recreational Areas	(years)	\$
Other: (Please list)	(years)	\$

#### E. DEVELOPMENT BUDGET PARAMETERS - Private Developments By Type of Project and By Phase

	<u>A</u>	rea A	<u>Lawnda</u>	<u>le</u>	Other S	Site(s)
Land Area (SF) Proposed New Construction (SF) Floor Area Ratio		SF SF		SF SF	  	SF SF
Hard Costs Sitework Costs 1/ (\$ psf of land area)	\$_	/SF	\$	/SF	\$	/SF
Structure Costs 2/ (\$ per building SF)	\$	/SF	\$	/SF	\$	/SF
SUBTOTAL- HARD COSTS	\$	/SF	\$	/SF	\$	/SF
Soft Costs 3/	(% (	of hard costs) (_	% of hard	d costs) (_	% of h	nard costs)
TOTAL DEVELOPMENT COSTS (\$ per building SF)	) \$_	/SF	\$	/SF	\$	/SF
1/ Sitework Costs include Testing, Demolition/Removal, Cla	earing/Cut &	& Fill, Stormwater	, Sanitary Sew	ers, Water,	Electricity,	Paving,

<sup>1/</sup> Sitework Costs include Testing, Demolition/Removal, Clearing/Cut & Fill, Stormwater, Sanitary Sewers, Water, Electricity, Paving, Landscaping, Signage, Contingencies and Other Costs

<sup>2/</sup> Structure Costs include Base Building Costs, Parking Structure (if any), Contingencies, and other costs

<sup>3/</sup> Soft Costs include Survey Costs, Real Estate Taxes, Impact Fees, Permits, Tap/Connect Fees, Insurance, Bonds, Design Fees, Developer Overhead, Developer Fees, Legal and Accounting Fees, Financing Fees, Construction Interest, Marketing Costs, Administrative Costs, Contingencies and other costs

#### F. NET OPERATING INCOME STATEMENT - Private Developments by Type of Project and by Location

Operating Revenues	Area A	<u>Lawndale</u>	Other Site(s)
Aggregate Rents (disaggregate rents for each use, location)	\$	\$	\$
Plus: Other income Aggregate Gross Income	\$ \$	\$ \$	\$ \$
Less: Vacancy Effective Gross Income	% \$	\$%	% \$
Operating Expenses 1/	\$	\$	\$
Less: Reimbursed Operating Expenses Unreimbursement Operating Expenses	% of EGI \$	% of EGI \$	% of EGI \$
Net Operating Income	\$	\$	\$
Gross Building Area Total Net Operating Income	SF \$	SF	SF

<sup>1/</sup> Operating Expenses Include: Common Area Maintenance, Insurance, Real Estate Taxes, Utilities, Capital Reserves; and, Management, Marketing and Leasing Fees.

#### G. PROJECT CASH FLOW STATEMENT - Private Developments by Phase

	<u>NP</u>	<u>V</u>	<u>2002</u>	<u>2003</u>	<u>2004</u>	<u>2005</u>
TOTAL NOI (\$)	\$	\$	\$	\$	\$	
Less: Annual Debt Service (\$)	\$	\$	\$	\$	\$	
Before Tax Cash Flow (\$)	\$	\$	\$	\$	\$	
Less: Pre-Tax Equity Returns (\$)	\$	\$	\$	\$	\$	
IRR (%)		%				
Net CF (residual land value) (\$)	\$	\$	\$	\$	\$	
Discount Rate (%) Net Present Value (\$)	\$	%				

#### Permanent Debt Financing - by Phase

Loan to Value Ratio (%)	%
Mortgage Amount (\$)	\$
Interest Rate (%)	%
Amortization Period (months)	
Payment (\$)	\$
rayınıenι (φ)	Φ

#### PROJECT CASH FLOW STATEMENT – (Continued)

TOTAL NOI (\$)	<u>2006</u> \$	<u>2007</u> \$	<u>2008</u> \$	<u>2009</u> _ \$	<u>2010</u> \$
Less: Annual Debt Service (\$)	\$	\$	\$	\$	\$
Before Tax Cash Flow (\$)	\$	\$	\$	\$	\$
Less: Pre-Tax Equity Returns (\$)	\$	\$	\$	\$	\$
Net CF (residual land value) (\$)	\$	\$	\$	\$	\$

#### PROJECT CASH FLOW STATEMENT - (Continued)

	<u>2011</u>	<u>2012</u>	<u>2013</u>	<u>2014</u>	<u>2015</u>
TOTAL NOI (\$)	\$	\$	\$	\$	_\$
Less: Annual Debt Service (\$)	\$	\$	\$	\$	_\$
Before Tax Cash Flow (\$)	\$	\$	\$	\$	\$
Less: Pre-Tax Equity Returns (\$)	\$	\$	\$	\$	\$
Net CF (residual land value) (\$)	\$	\$	\$	\$	\$

## PROJECT CASH FLOW STATEMENT – (Continued)

TOTAL NOI (\$)	<u>2016</u> \$	<u>2017</u> \$	<u>2018</u> \$	<u>2019</u> \$	<u>2020</u> \$
Less: Annual Debt Service (\$)	\$	\$	\$	\$	\$
Before Tax Cash Flow (\$)	\$	\$	\$	\$	\$
Less: Pre-Tax Equity Returns (\$)	\$	\$	\$	\$	_\$
Net CF (residual land value) (\$)	\$	\$	\$	\$	_\$

#### PROJECT CASH FLOW STATEMENT - (Continued)

	<u>2021</u>	<u>2022</u>
TOTAL NOI (\$)	\$	\$
Less: Annual Debt Service (\$)	\$	\$
Before Tax Cash Flow (\$)	\$	\$
Less: Pre-Tax Equity Returns (\$)	\$	\$
Net CF (residual land value) (\$)	\$	\$

#### H. \* DELETIVE PRICING OPTIONS

\*The Offeror may propose additional deletive items in addition to those shown here. Offeror may add additional entries as necessary.

Deletive Item	<b>AMOUNT</b>
1. Value Engineer Communication Pre-Wiring	\$
2. Softball Field	\$
3. Pre-Engineering Metal Warehouse	\$
4. Raised Floor in Work Area	\$
5. Reduce SCIF space by 18,000SF	\$
6. Value Engineer Building System (HVAC, Elevators, Landscaping)	\$
7. Systems Furniture	\$
8. Communication Switch	\$
9. Exterior Communications Plant	\$
10. LAAFB Gas Station – Demolish and Replace	\$
11. LAAFB Gas Station – Demolish	\$
Deleted # 5 -Performance bond and # 7 - Club Ballroom and renumbered	
Additional Item Proposed by Offeror	\$
Additional Item Proposed by Offeror	\$
Additional Item Proposed by Offeror	\$

I. LIFE CYCLE COSTS ANALYSIS (Offeror shall provide lifecycle costs and NPVs for Base Bid and Deletive Options listed in the above sections. Offeror shall add items to this chart as necessary)

	<u>NPV @ _ %</u>	<u>2002</u>	<u>2003</u>	<u>2004</u>	<u>2005</u>
Item #1	\$	\$	\$	\$	\$

Item #2	\$	\$	\$	\$	\$
			<del></del>		
Item #3	\$	_ \$	\$	\$	\$
Item #4	\$	_ \$	\$	\$	\$
Item #5	\$	_ \$	\$	\$	\$
Item #6	\$	_ \$	\$	\$	\$
Item #7	\$	_ \$	\$	\$	\$
Item #8	\$	_ \$	\$	\$	\$
Item #9	\$	_ \$	\$	\$	\$
Item #10	\$	_ \$	\$	\$	\$
Item #1	\$	_\$	\$	_\$	\$
Item #1	\$ \$	_\$ \$	.\$ .\$	\$ _\$	\$ \$
Item #2	\$	_\$	_\$	\$	\$
Item #2 Item #3	\$ \$	_\$	.\$ .\$	\$ _\$	\$
Item #2 Item #3 Item #4	\$ \$ \$	.\$ .\$ .\$	\$ \$ \$	\$\$ _\$\$	\$ _\$ _\$
Item #2 Item #3 Item #4 Item #5	\$ \$ \$	_\$\$ _\$\$	\$\$ \$\$ \$	\$\$ _\$\$ _\$\$	\$ _\$ _\$
Item #2 Item #3 Item #4 Item #5 Item #6	\$ \$ \$ \$	_\$\$ _\$\$ _\$\$	\$\$ _\$\$ _\$\$	_\$\$\$\$\$\$\$\$	\$ \$ \$ \$
Item #2 Item #3 Item #4 Item #5 Item #6 Item #7	\$\$ \$\$ \$\$	_\$\$ _\$\$ _\$\$	\$\$ \$\$ _\$\$	\$\$\$\$\$\$\$\$	\$\$ \$\$ \$\$

## LIFE CYCLE COSTS ANALYSIS – (Continued)

	<u>2006</u>	<u>2007</u>	<u>2008</u>	<u>2009</u>	<u>2010</u>
Item #1	\$	\$	\$	\$	_\$
Item #2	\$	\$	\$	\$	\$

Item #3	\$ \$	\$ \$	_\$
Item #4	\$ \$	\$ \$	_\$
Item #5	\$ \$	\$ \$	_\$
Item #6	\$ \$	\$ \$	_\$
Item #7	\$ \$	\$ . \$	\$
Item #8	\$ \$	\$ \$	_\$
Item #9	\$ \$	\$ \$	\$
Item #10	\$ \$	\$ \$	\$

#### LIFE CYCLE COSTS ANALYSIS - (Continued)

Item #1	<b>2011</b> \$	<b>2012</b> \$	<b>2013</b> \$	<b>2014</b> \$	<b>2015</b> _\$
Item #2	\$	\$	\$	\$	_\$
Item #3	\$	\$	\$	\$	\$
Item #4	\$	\$	\$	\$	\$
Item #5	\$	\$	\$	\$	\$
Item #6	\$	\$	\$	\$	\$
Item #7	\$	\$	\$	\$	\$
Item #8	\$	\$	\$	\$	\$
Item #9	\$	\$	\$	\$	\$
Item #10	\$	\$	\$	\$	\$

#### LIFE CYCLE COSTS ANALYSIS - (Continued)

	<u>2016</u>	<u>2017</u>	<u>2018</u>	<u>2019</u>	<u>2020</u>
Item #1	\$	\$	\$	\$	\$
Item #2	\$	\$	\$	\$	\$
Item #3	\$	\$	\$	\$	_\$
Item #4	\$	\$	\$	\$	_\$
Item #5	\$	\$	\$	\$	\$
Item #6	\$	\$	\$	\$	_\$
Item #7	\$	\$	\$	\$	_\$
Item #8	\$	\$	\$	\$	_\$
Item #9	\$	\$	\$	\$	\$
Item #10	\$	\$	\$	\$	_\$

# LIFE CYCLE COSTS ANALYSIS – (Continued)

Item #1	<u>2021</u> \$	<u>2022</u> \$	<u>2023</u> \$	<u>2024</u> \$	<u>2025</u> _\$
Item #2	\$	\$	\$	\$	_\$
Item #3	\$	\$	\$	\$	_\$
Item #4	\$	\$	\$	\$	_\$
Item #5	\$	\$	\$	\$	_\$
Item #6	\$	\$	\$	\$	_\$
Item #7	\$	\$	\$	\$	_\$
Item #8	\$	\$	\$	\$	_\$
Item #9	\$	\$	\$	\$	_\$
Item #10	\$	\$	\$	\$	_\$
LIFE CYCLE COSTS ANALYSIS – (Continued)					
	(				
Item #1	<u>2026</u>	<u>2027</u> \$	<u>2028</u> \$	<u>2029</u> \$	<u>2030</u> \$
		<u>2027</u> \$ \$	<u>2028</u> \$	<u>2029</u> \$\$	<u>2030</u> _\$
Item #1	<u>2026</u> \$	\$	\$	\$	_\$
Item #1 Item #2	<u>2026</u> \$	\$	\$	\$	\$
Item #1 Item #2 Item #3	\$\$	\$ \$ \$	\$ \$ \$	\$ \$ \$	_\$ _\$ _\$
Item #1 Item #2 Item #3 Item #4	\$\$	\$ \$ \$	\$ \$ \$	\$\$ _\$\$ _\$\$	_\$ _\$ _\$
Item #1 Item #2 Item #3 Item #4 Item #5	\$\$ \$\$	\$\$ \$\$ \$\$	\$\$ \$\$ \$\$	\$\$ \$\$ \$\$	_\$ _\$ _\$ _\$
Item #1 Item #2 Item #3 Item #4 Item #5 Item #6	\$\$ \$\$	\$\$ \$\$ \$\$	\$\$ \$\$ \$\$	\$\$ \$\$ \$\$ \$\$	_\$\$ _\$\$ _\$\$
Item #1 Item #2 Item #3 Item #4 Item #5 Item #6 Item #7	\$\$ \$\$ \$\$ \$\$	\$\$ \$\$ \$\$ \$\$	\$\$ \$\$ \$\$ \$\$	\$\$\$\$\$\$\$\$\$	\$\$\$\$\$\$\$\$

# LIFE CYCLE COSTS ANALYSIS – (Continued)

Item #1	<u>2031</u> \$	<u>2032</u> \$
Item #2	\$	\$
Item #3	\$	\$
Item #4	\$	\$
Item #5	\$	\$
Item #6	\$	\$
Item #7	\$	\$
Item #8	\$	\$
Item #9	\$	\$
Item #10	\$	\$